



Marksans Pharma Ltd.

Q2FY21 Revenue at Rs.360.1 Cr.; growth of 36.3%

EBITDA at Rs.86.8Cr., growth of 109.5%

Mumbai, November 6, 2020 – Marksans Pharma Ltd (NSE:MARKSANS;BSE Code:524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the second quarter and half year ended September 30th, 2020.

Financial Highlights - Consolidated Financial Overview:

in Rs. Cr.

	Q2FY21	Q2FY20	YoY Growth (%)	1HFY21	1HFY20	YoY Growth (%)
Total Revenue	360.1	264.3	36.3%	691.5	511.5	35.2%
EBITDA	86.8	41.4	109.5%	157.0	76.0	106.5%
EBITDA Margin%	24.1%	15.7%	843 bps	22.7%	14.9%	784 bps
PAT	50.7	26.0	95.4%	100.1	48.5	106.6%
PAT Margin%	14.1%	9.8%	426 bps	14.5%	9.5%	500 bps

Consolidated Q2 FY21 (Y-o-Y)

- **Total Revenue** was Rs.360.1 Cr. as compared to Rs. 264.3Cr. in Q2 FY20, an increase of 36.3%
- **EBITDA** was Rs. 86.8 Cr. as compared to Rs. 41.4 Cr. in Q2 FY20, an increase of 109.5%
- **EBITDA Margin** stood at 24.1%as against 15.7% in Q2 FY20
- **PAT** stood at Rs.50.7Cr. as compared to Rs. 26.0Cr. in Q2 FY20, a growth of 95.4%

Consolidated H1 FY21 (Y-o-Y)

- **Total Revenue** was Rs.691.5 Cr. as compared to Rs. 511.5Cr. in H1 FY20, an increase of 35.2%
- **EBITDA** was Rs.157.0 Cr. as compared to Rs. 76.0Cr. in H1 FY20, a growth of 106.5%
- **EBITDA Margin** stood at 22.7%as against 14.9% in H1 FY20
- **PAT** stood at Rs.100.1 Cr. as compared to Rs. 48.5 Cr. in H1 FY20, an increase of 106.6%

Commenting on the performance Mark Saldanha, Managing Director of the Company said *"The Company turned in another quarter of exemplary performance and this was evidenced by a 36% revenue growth and a record EBITDA of Rs. 86.8 crore. I feel all the more delighted as it came in the background of the pandemic and was only achieved through the unflinching efforts of our employees along with support from all out stakeholders. We continue to remain cautiously optimistic of continuing the momentum in the future."*

Business Performance

Revenue by Market:

in Rs. Cr.

	H1 FY21	H1 FY20	YoY Growth (%)	Mix (H1 FY21) %
Europe, UK- Formulation	286.0	225.2	27.0%	41.4%
US & North America- Formulation	302.5	203.4	48.7%	43.7%
Australia & NZ- Formulation	69.4	61.9	12.1%	10.0%
Rest of World (ROW)	33.6	21.0	60.4%	4.9%
Consolidated Revenue from operations	691.5	511.5	35.2%	100.0%

Business Highlights

- Company achieved revenue of Rs.286.0 Cr. from Europe, UK: Formulation business in H1FY21 as compared to Rs. 225.2Cr. achieved during last year same period registering growth of 27.0%.
- US & North America Formulation business reported growth of 48.7% to Rs.302.5 Cr.in H1FY21
- Australia & NZ Formulation business revenue was at Rs.69.4Cr.in H1FY21, registering growth of 12.1% YoY
- Rest of World Formulation business was Rs.33.6 crores in H1FY21

About Marksans Pharma Ltd

Marksans Pharma Limited (www.marksanspharma.com) headquartered at Mumbai, India is engaged in Research, Manufacturing & Marketing of generic pharmaceutical formulation in the global markets. The company's manufacturing facilities are approved by several leading regulatory agencies including USFDA, UKMHRA and Australian TGA. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Antidiabetic, Pain Management, Gastroenterological and Anti-allergies. The company is marketing these products globally.

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